



Creating **Highways** to Success



MBL Infrastructures Limited

Investor Presentation

September 2016






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Business Overview



MBL in a Snapshot....

An *Integrated Infrastructure* construction company

Successfully *completed* 2 BOT Toll road projects of **114 kms** & **18 kms** in the state of Madhya Pradesh



Bids for *NHAI* and *State projects* funded by *World Bank* or *ADB*

Currently executing more than **25** projects

Owns large fleet of *construction equipment* and has over **1,700 technical and skilled** personnel



Well diversified orders in hand of ~**Rs. 74,487.34 mn**



NHAI Prequalification for single BOT (Toll) & BOT (Annuity) project upto **Rs. 11,057.10 mn** and for single Hybrid Annuity Project upto **Rs. 11,871.30 mn** as per result of **RFAQ-2016**.

Business Overview

Railways & Metro

- Building of High Speed Rail Corridors, ROBs, RUBs
- Civil Work like Viaduct, Depots etc.



EPC & OMT

- Largest contributor to construction sector
- Momentum of investments picked-up



Railways & Metro

Highways



Urban Infrastructure

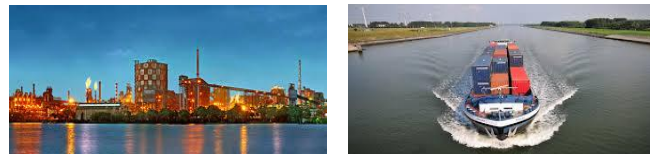
Industrials & Others Infrastructure

Housing Infrastructure



- Rising population has intensified the focus on development of urban infrastructure

BOT



- Industrial based construction investments to be USD 74 bn
- ~Rs. 228 bn Investments over 2014-22 on IWT

Other Urban Infrastructure

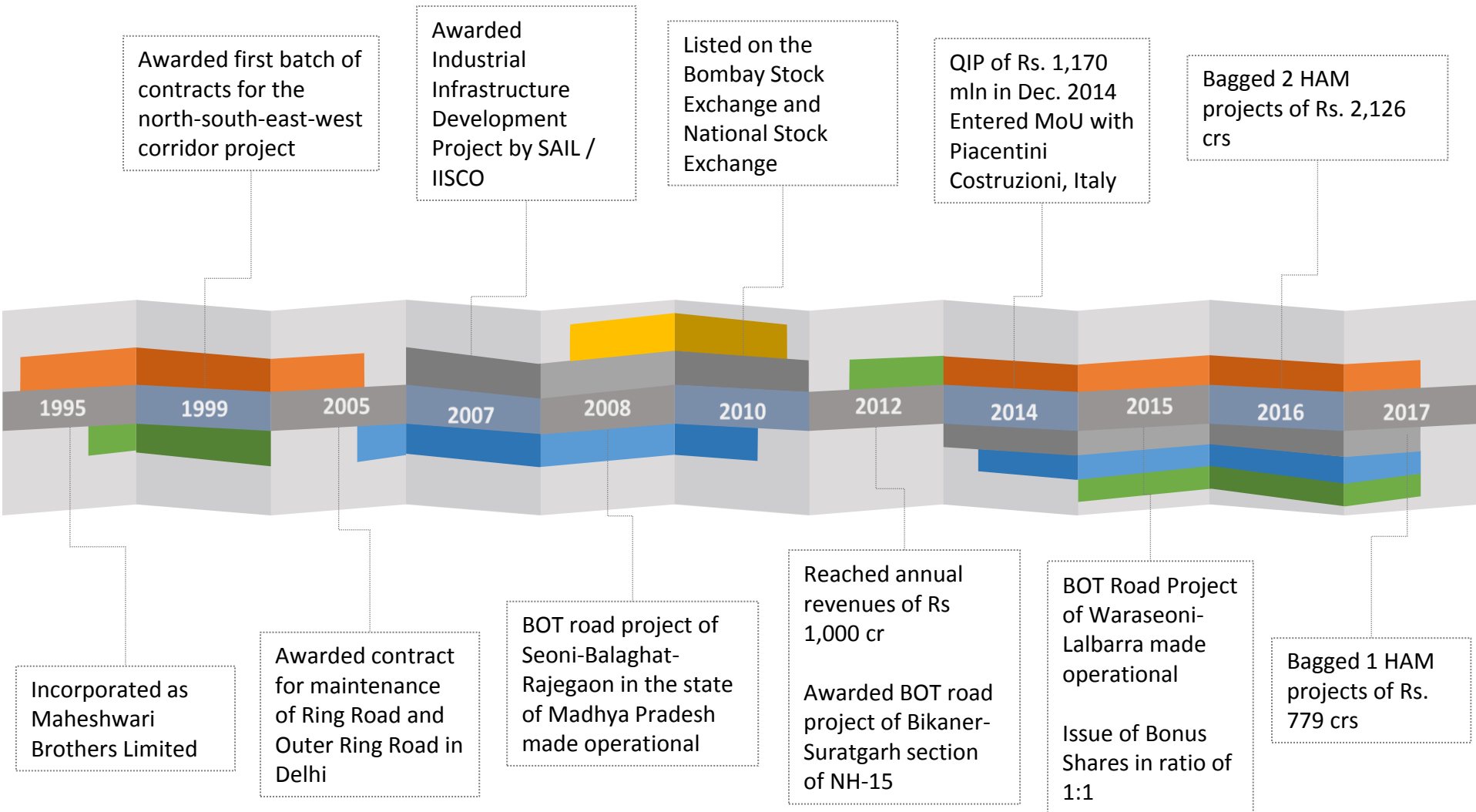
Industrial Infrastructure

Inland Water Transport IWT

Current Exposure

Areas to Explore

Evolution



Key Strengths

Increasing and diversified Order Book

- Orders in hand of Rs. 74,487.34 mn
- Diversified projects from government and government agencies – includes roads, highways, railways, buildings

Large fleet of owned machineries

- Own a large fleet of construction equipment such as hot mix plants, sensor pavers, concrete plants & pumps, cranes, etc, which lower cost of execution, enhances technical qualification and reduces time for mobilization

Excellent execution capabilities and technical expertise

- With over 20 years of experience, MBL has built a reputation for efficient and timely completion of projects
- Continuous expansion in our capacity in terms of experience, technical know-how and financial resources

Strong Financial Performance

- Revenues have expanded at a CAGR of 24% from FY 2010-16 whereas PAT has expanded at a CAGR of 16%

Track record of winning government contracts as a prime contractor

- Our business model allows us to enter into competitive bidding, where we demonstrate financial and technical capabilities required to win government contracts as primary contractor

Early Mover Advantage

- Awarded a contract in North South East West Corridor from NHAI under NHDP Phase I in 1999
- Awarded the comprehensive maintenance of the Ring Road and Outer Ring Road in Delhi in 2005

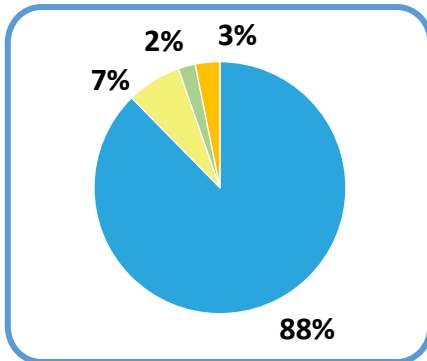
Integrated Business Model

- An experienced team and a fleet of owned equipment allows to integrate the business model
- Various divisions for Bitumen, Concrete, Quarrying, BOT projects, etc

Order Book

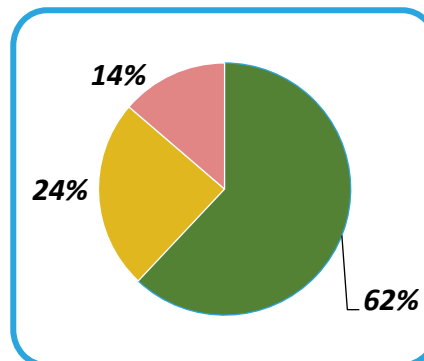
Segments

- **Roads & Highways**
 - Construction
 - Operations & Maintenance
- **Housing & Buildings**
- **Railways incl. Metro**
- **Others**



Geographies

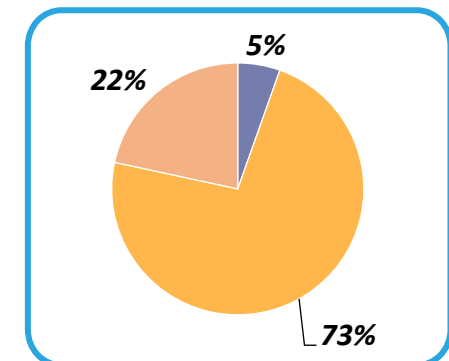
- **North & West**
 - New Delhi / Haryana/ UP/UK#
 - Rajasthan
- **Central**
 - Madhya Pradesh
- **East (incl. others)**
 - Bihar/Assam/Chattisgarh
 - West Bengal / Others



Uttarakhand

Clientele

- **NHAI & MORTH**
- **State Projects**
- **Others**



Total Orders in hand ~Rs. 74,487.34 mln

Key Projects



Project: Four laning of NSEW corridor of Agra Dholpur section of NH-3

Project: Maintenance contract of New Delhi Ring Road from PWD



Project: Strengthening, widening, up gradation, operation and maintenance of Seoni-Balaghat road MPRDC

Project: Widening & strengthening of existing National Highway NH-37 from Guwahati to Sonapur









Hybrid Annuity Project: Four Laning of Chutmalpur-Ganeshpur section of NH-72A & Roorkee- Chutmalpur-Gagalheri section on NH-73 in the State of Uttarakhand and Uttar Pradesh under NHDP-IV

Hybrid Annuity Project: Four Laning of Gagalheri-Saharanpur- Yamunanagar (UP/Haryana Border) section of NH-73 in the State of Uttar Pradesh under NHDP-IV

Hybrid Annuity Project: Six Laning of Greenfield proposed Udaipur Bypass (connection between NH-76 at existing Km 118+500 at Debari to NH-8 km 287+400 at kaya village (Udaipur Bypass – length 23.883) on Hybrid Annuity mode in the state of Rajasthan

Dynamic Board of Independent Directors

	Name	Role	Background
	Mr. Anjaneer Kumar Lakhota	CMD	<ul style="list-style-type: none"> • A Chartered Accountant having 20 years of experience in the infrastructure industry
	Mr. Ashwini Kumar Singh	Independent Director	<ul style="list-style-type: none"> • Electrical engineer from Jadavpur University , Fellow member of Institute of Engineers, Indian Council of Arbitration, All India Management Association and National HRD • 20+ years experience in SAIL and Essar Steel
	Mr. Kumar Singh Baghel	Independent Director	<ul style="list-style-type: none"> • Master in English and CAIIB (Part I) • Holding a 34+ years experience and retired as a General Manager from the State Bank of Bikaner and Jaipur
	Mr. Ram Dayal Modi	Independent Director	<ul style="list-style-type: none"> • Gold Medalist in MA (Pol. Sc) from the University of Udaipur and was associated with State Bank of Bikaner & Jaipur, State Bank of Patiala and State Bank of Mysore
	Mr. Bhagwan Singh Duggal	Independent Director	<ul style="list-style-type: none"> • Architecture from School of Planning and Architecture-Delhi, Post Graduate Diploma in Housing, Planning & Building, Netherlands • Associated with planning and design, modernization & restorations marquee government
	Ms. Sunita Palita	Independent Director	<ul style="list-style-type: none"> • PG in Anthropology from Miranda House, Delhi University and a PG Diploma in Journalism from Indian Institute of Mass Communication, New Delhi • Has held academic positions with the World Food Programme and UNICEF on Child Rights Issues

Strong Relationships



National Highways
Authority of India
(NHAI)



Ministry of road
Transport & Highways
(MORTH)



Public Works Department
(PWD), (ADB & WORLD
BANK)



Delhi Metro Rail Corporation
(DMRC)

.....and Others

BOT Portfolio



Integrated Business Model



Summary of BOT Projects

MBL
Infrastructures Ltd

Operational
 Under Construction
 Under Implementation

		State	Client	Project Length	Concession Period	Project Type	Expected CoD
Seoni-Balaghat-Rajegaon	100% ▶	MP	State Project	114.0	15 yrs	Toll	Operational
Waraseoni-Lalbarra Road	100% ▶	MP	State Project	18.3	15 yrs	Toll + Annuity	Operational
Seoni-Katangi	100% ▶	MP	State Project	75.6	30 yrs	Toll	March 2017
Garra-Waraseoni	100% ▶	MP	State Project	46.9	15 yrs	Toll + Annuity	June 2017
Bikaner-Suratgarh	99.98% ▶	Rajasthan	State Project	172.4	16 yrs	Toll	November 2016
Udaipur Bypass	100% ▶	Rajasthan	NHAI	23.883	17 yrs	HAM	Agreement signed on 12.08.2016
Gagalheri-Saharanpur-Yamunanagar	100% ▶	UP/Haryana Border	NHAI	51.5	17 yrs	HAM	Agreement signed on 27.05.2016
Chutmalpur-Ganeshpur & Roorkee- Chutmalpur-Gagalheri	100% ▶	Uttarakhand & Uttar Pradesh	NHAI	53.3	17 yrs	HAM	Agreement signed on 27.05.2016

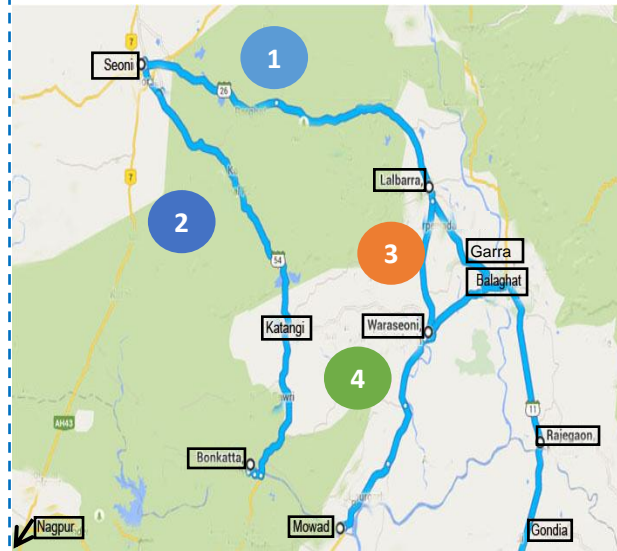
Interlinked BOT Projects in MP

1 Seoni-Balaghat-Rajegaon (Operational)

- SH 26 & 11 connecting Seoni, Balaghat & Rajegaon
- Stretch of 114 kms operational since February, 2008

2 Seoni-Katangji – Maharashtra Border (Under Construction)

- Stretch of 75.6 Kms connecting Seoni Katangi upto Maharashtra Border



4 Garra – Waraseoni - Maharashtra Boarder (Under Construction)

- Stretch of 46.9 kms connecting Garra, Waraseoni upto Maharashtra Border

3 Waraseoni-Lalbarra Road (Operational)

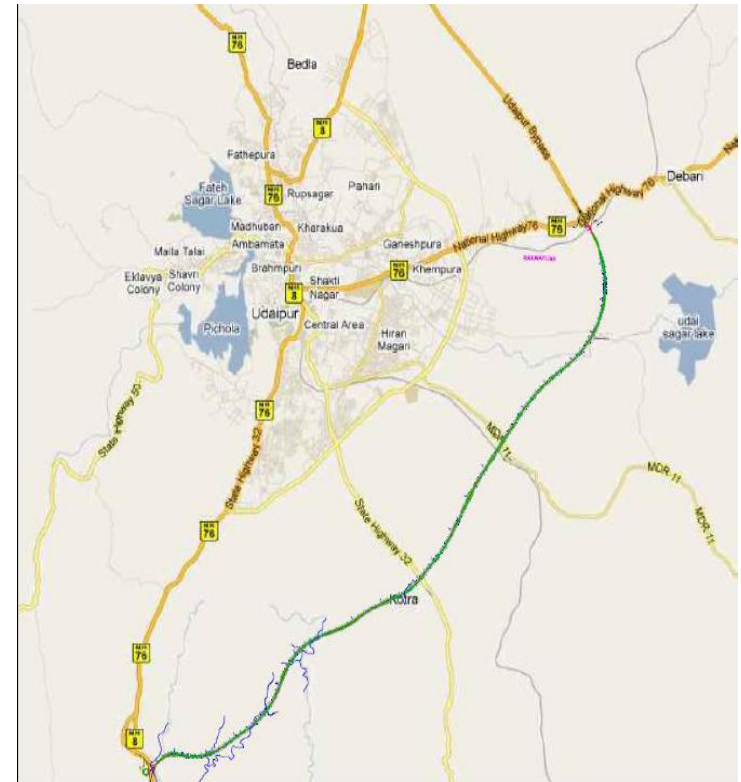
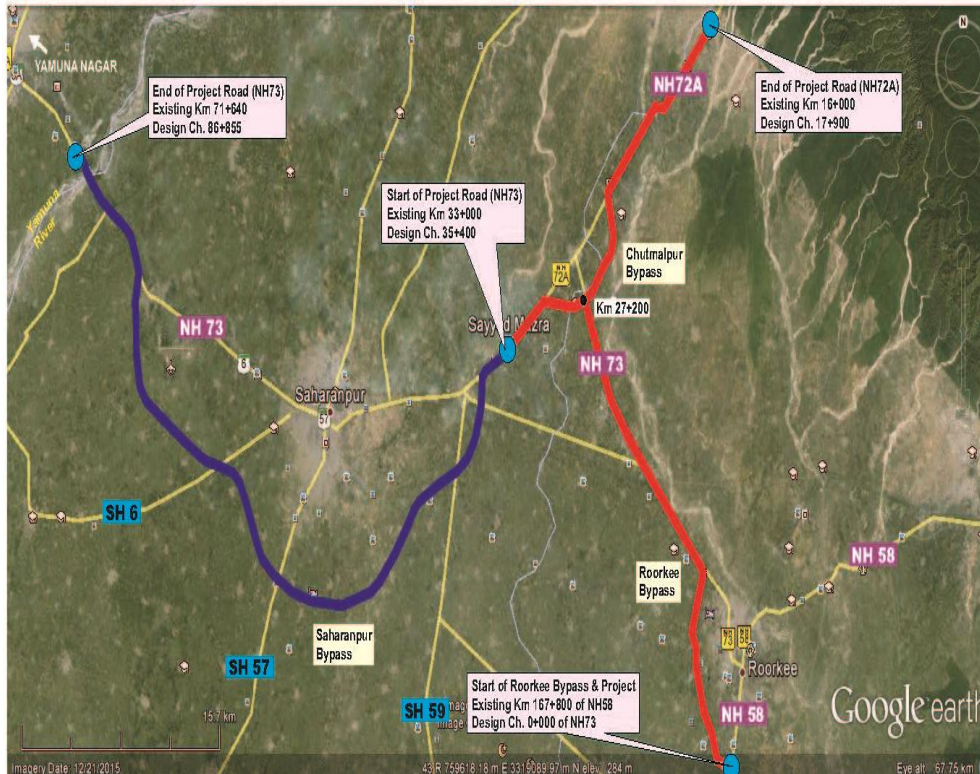
- Connecting Waraseoni and Lalbarra
- Stretch of 18.3 kms, operational since August 2015

Bikaner-Suratgarh Project



Map showing project road matrix

Hybrid Annuity Model (HAM) Projects

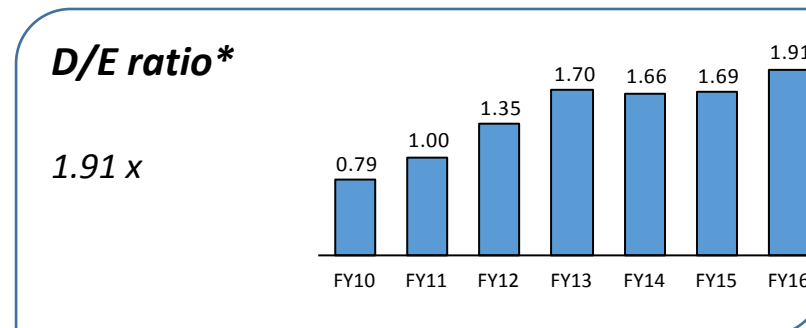
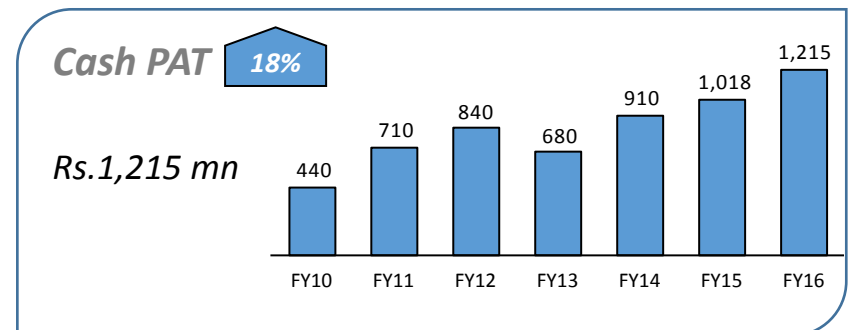
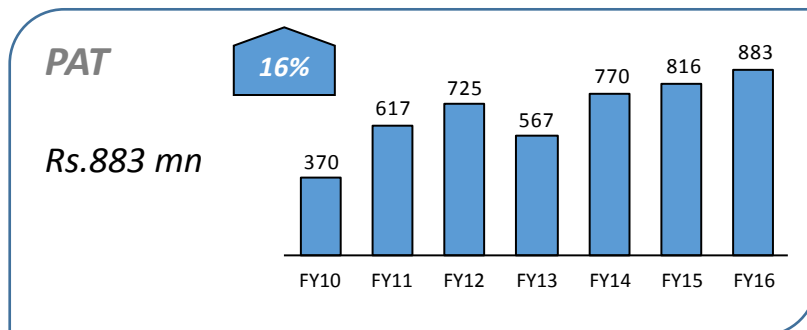
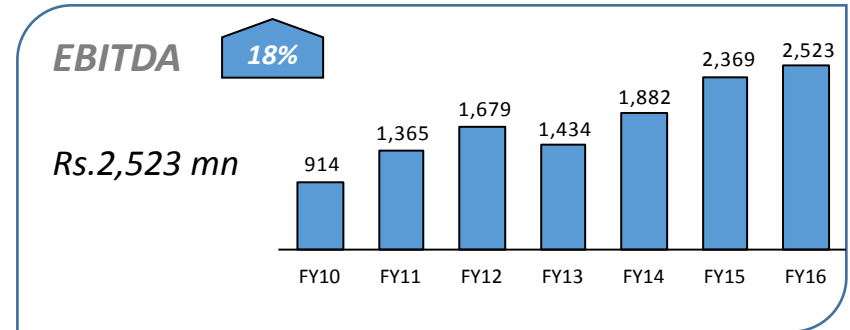
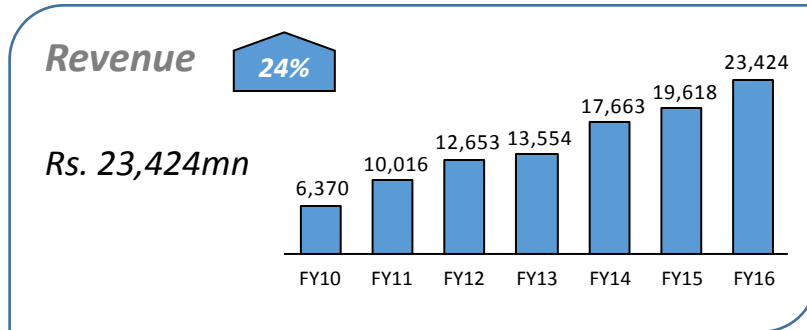


- 1- Four Laning of Gagalheri-Saharanpur-Yamunanagar (UP/Haryana Border) section of NH-73 in the State of Uttar Pradesh under NHDP-IV DBOT Hybrid Annuity Mode:- Rs. 11,840 Million
- 2- Four - Laning of Chutmalpur-Ganeshpur Section on NH-72A & Roorkee – Chutmalpur-Gagalheri Section on NH-73 in the state of Uttarakhand and Uttar Pradesh under NHDP-IV DBOT Hybrid Annuity Mode:- Rs. 9,420 Million
- 3- Six Laning of Greenfield Proposed Udaipur Bypass (Connection between NH-76 at km 118+500 at Debari to NH-8 km 287+400 at Kaya Village – Length 23.883 km) DBOT Hybrid Annuity Mode Package – IV: Rs. 7,790 Million

Financial Overview



Consolidated Financial Snapshot

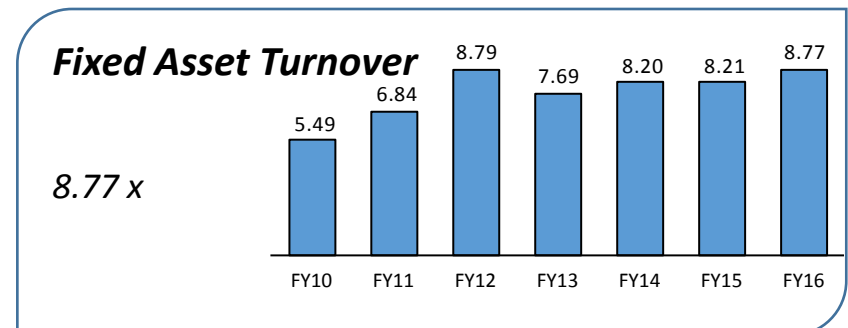
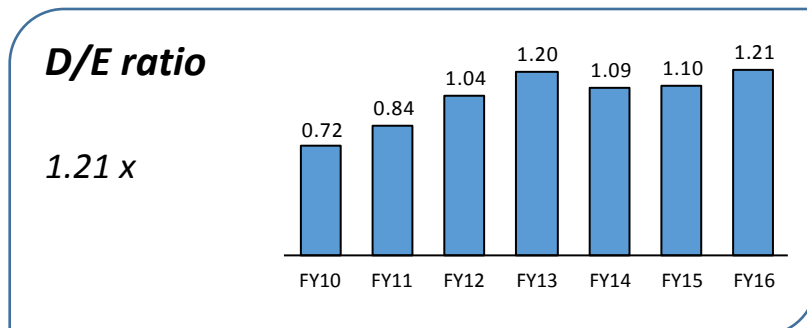
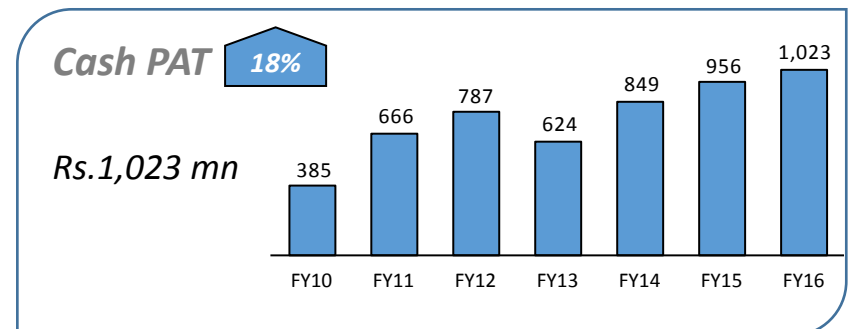
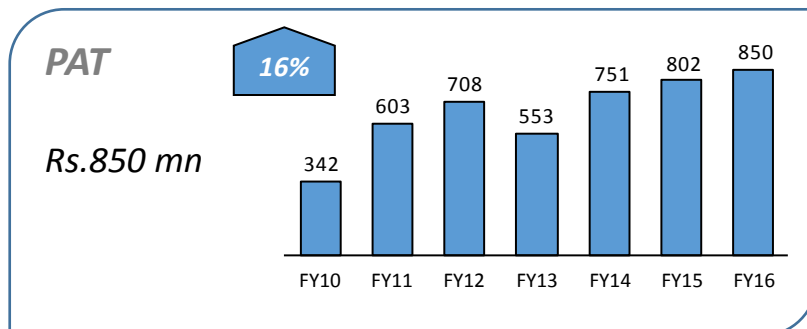
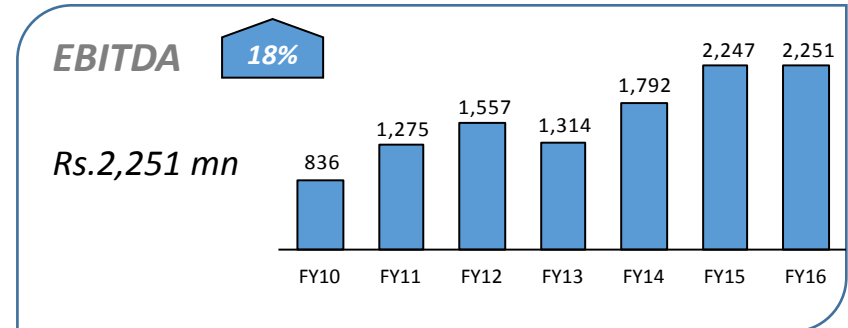
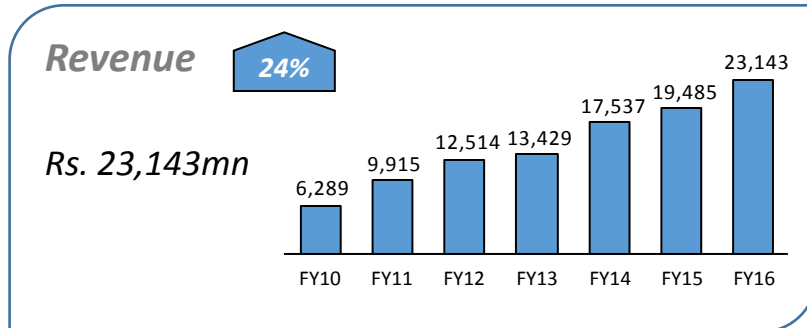


* - Equity Includes Minority Interest

^ - Fixed Assets excludes Assets under development

CAGR

Standalone Financial Snapshot



Annual Profit & Loss Highlights

Rs. mn	FY16			FY15		
	EPC	BOT	Consol.	EPC	BOT	Consol.
REVENUE	23,143	311	23,424	19,485	192	19,618
EBITDA	2,251	273	2,523	2,247	126	2,369
EBITDA margin	9.73%	87.56%	10.77%	11.5%	65.5%	12.08%
Other Income	58	3	62	28	3	31
Interest	1,056	74	1,130	953	58	1,011
Depreciation	172	159	332	154	48	202
PBT	1,080	43	1,123	1,168	20	1,188
Tax	230	10	240	366	5	372
Profit After Tax	850	33	883	802	14	816
PAT Margin	3.67%	10.53%	3.77%	4.1%	7.5%	4.16%
Less: Minority Int. Profit / (Loss)	0	0	0	0	0	0
Add: Associates Profit / (Loss)	0	0	0	0	0	0
PAT after MI & Asso. Profit	850	33	883	802	14	816
Cash Profit	1,023	192	1,215	956	62	1,018

Consolidated Balance Sheet

<i>Rs. mn</i>	<i>Mar-16</i>	<i>Mar-15</i>
<i>Shareholder's Fund</i>	7,372.99	6,564.87
Share capital	414.55	207.27
Reserves & Surplus	6,958.44	6,357.60
<i>Share Application Money</i>	-	-
<i>Minority Interest</i>	0.18	0.18
<i>Non-current liabilities</i>	6,771.26	5,933.13
Long term borrowings	6,174.42	4,724.98
Other non-current liabilities	596.84	1,208.15
<i>Current liabilities</i>	12,163.91	9,687.39
Short term borrowings	7,368.90	5,900.06
Other current liabilities	4,795.01	3,787.33
<i>TOTAL EQUITIES & LIABILITIES</i>	26,308.34	22,185.57
<i>Non-current assets</i>	11,520.07	8,421.84
Fixed assets	10,685.48	7,578.00
Other Non-current assets	834.59	843.84
<i>Current assets</i>	14,788.27	13,763.73
Current Investment	-	-
Inventories	7,378.20	8,105.39
Trade receivables	6,118.14	3,950.19
Cash and bank balances	373.11	759.94
Other current assets	918.82	948.21
<i>TOTAL ASSETS</i>	26,308.34	22,185.57

Key Highlights & Result Update



Financial Performance

Highlights for Q1 FY17 Consolidated Results

- ✓ Consolidated Total Income grew by 17.42% to Rs. 7,196.68 mln
 - EPC revenue of Rs. 7,128.49 mln, growth of 16.90% y-o-y
 - BOT revenue of Rs.79.98 mln, growth of 155.28% y-o-y

- ✓ EBITDA of Rs.811.85 mln; growth of 19.93% y-o-y
 - EPC Margin of 10.47%
 - BOT Margin of 97.61%

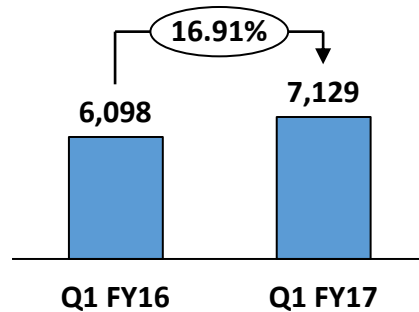
- ✓ Net Profit of Rs.328.43 mln

- ✓ Cash Profit of Rs.412.33 mln

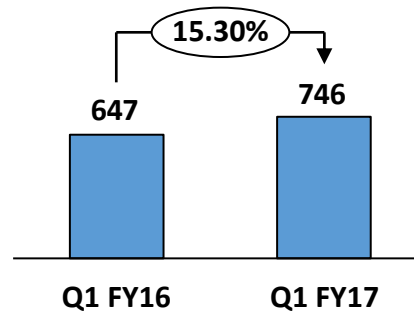
Quarter Performance Highlights

EPC

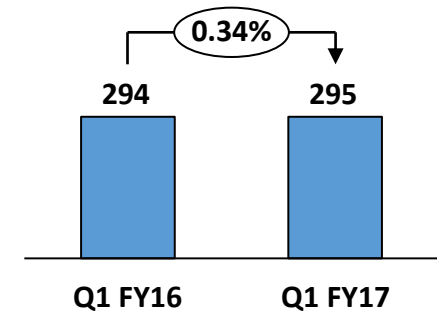
Revenue



EBITDA

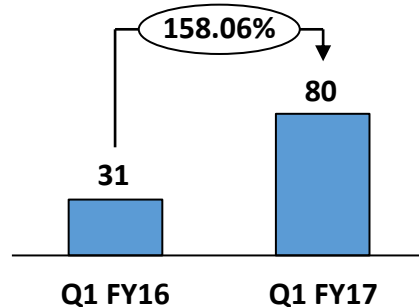


PAT

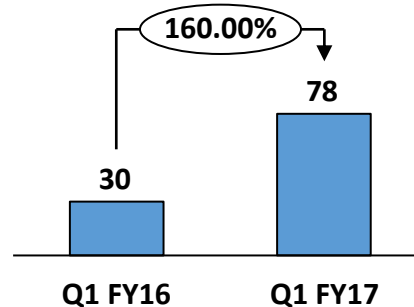


BOT

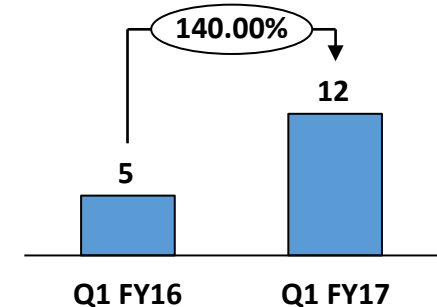
Revenue



EBITDA



PAT



Quarter Profit & Loss Highlights

Rs. Mn*	Q1 FY17			Q1 FY16*		
	EPC	BOT	Consol.	EPC	BOT	Consol.
REVENUE	7,129	80	7,197	6,098	51	6,129
EBITDA	746	78	824	647	30	677
EBITDA margin	10.47%	97.61%	11.28%	10.61%	58.8%	11.05%
Other Income	43	16	59	31	1	32
Finance Cost	362	41	403	272	11	283
Depreciation	45	39	84	41	13	54
PBT	382	14	396	365	7	372
Tax	87	-18	69	72	-10	62
Profit After Tax	295	32	327	293	17	310
PAT Margin	4.1%	40.0%	4.5%	4.8%	33.3%	5.1%
Less: Minority Int. Profit / (Loss)	0	0	0	0	0	0
Add: Associates Profit / (Loss)	0	0	0	0	0	0
PAT after MI & Asso. Profit	295	32	327	293	17	310
Cash Profit	340	71	411	335	29	364

*Restated as per Ind AS

Way Forward



New Avenues – Inland Water Transport

Memorandum of Understanding



- Piacentini Costruzioni is an Italian company engaged in the construction and civil engineering business with expertise in major and complex maritime works.
- MBL is looking to enter into civil engineering projects for construction of ports, harbour/ marine structures, water supply/ sanitation, bridges, viaducts and elevated structures and has signed an MoU with Piacentini for the same.



Prospects

- Inland Water Transport (IWT) offers a cost effective, environment friendly and fuel efficient mode, specially for bulk cargo, hazardous goods and over dimensional cargo – so vital for industrial development.
- Currently, inland waterways in India are functioning in an organised manner only in a few areas, such as Goa, Assam, West Bengal and Mumbai, apart from Ganga, Brahmaputra and Champakara and Udyogmandal canals.
- Development of inland waterways can improve vastly the capacity for the transportation of goods.

Announced Investments in Inland Waterways:

- A project on the river Ganga called ‘Jal Marg Vikas’ (National Waterways-I) will be developed between Allahabad and Haldia to cover a distance of 1,620 kms, which will enable commercial navigation of at least 1,500 tonne vessels. The project will be completed over a period of six years at an estimated cost of Rs 4,200 crore.

Differentiating Factors



01

Sufficient investments of Rs. 1,879.03 Million in Fixed Assets as on 31st March 2016

- Majority investments in Multiple use equipment along with non-common equipment
- Optimized mix of critical and non critical equipments



02

Better Asset Turnover

- Excellent track record, will enhance margins



03

Well Balanced Financial Model

- Low long term gearing
- Balanced investment in Plant & Machinery, BOT projects & Net Margin for working capital
- Good tie ups for fund based and non fund based working capital
- Long term relationship with Banks



04

Sub-contracting non-critical work

- Helps us keep Balance Sheet Asset Light

Certifications & Awards

Certifications

- ***ISO 9001:2008***
 - In recognition of the Organization's Quality Management System
- ***ISO 14001:2004***
 - In recognition of the Organization's Environment Management System
- ***OHSAS 18001:2007***
 - In recognition of the Organization's Health and Safety Management System

Awards

- ***2nd Fastest Growing Construction Company (Medium Category) in India and India's Top Challenger at the 13th Construction World Global Awards***
- ***Winner of India's No. 1 Brand Awards 2016 in India's Best Infrastructures Company Category awarded by International Brand Consulting Corporation, USA***
- ***3rd Fastest Growing Construction Company (Medium Category) at 10th, 11th and 12th Annual Construction World Global Awards***



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